



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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AUGUST 1987 SALES FOR COMMERCIAL HEAT TREATERS INCREASE 7.4% FROM AUGUST 1986

Total billings for August 1987 were \$39.8 million, compared to \$37.0 million in August 1986.

For the first two-thirds of 1987 billings reached \$333.8 million, an increase of 2.5% over the same period in 1986 when sales reached \$325.7 million.

Two MTI districts are below August 1986 sales total; three districts are lower for the year-to-date comparison.

A summary of percentage change by geographic regions follows:

	District	Aug 87 vs. Aug 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	2.8	- 1.2
2	Middle Atlantic (NY-NJ-E. PA-MD)	- 2.1	- 4.0
3	South Central (W. PA-OH-IN-KY)	3.4	4.6
4	Michigan	- 0.3	- 5.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	4.4	0.5
6	North Central (IL-WI-MN-MO-IA)	17.0	11.3
7	Pacific Coast (CA-AZ-ORE-WASH)	4.2	3.1
8	Southwest (TX-OK-AR-CO-LA-UT)	43.3	3.3
9	Canada	11.2	4.6

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1987

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	37026.7	39762.1	7.4	100.0	100.0
Dist. 1	19	2642.8	2717.6	2.8	7.1	6.8
Dist. 2	42	3776.8	3697.1	- 2.1	10.2	9.3
Dist. 3	61	7159.4	7399.6	3.4	19.3	18.6
Dist. 4	32	4842.9	4829.3	- 0.3	13.1	12.1
Dist. 5	24	2228.7	2326.6	4.4	6.0	5.9
Dist. 6	50	6226.3	7286.4	17.0	16.8	18.3
Dist. 7	34	5410.3	5637.9	4.2	14.6	14.2
Dist. 8	22	1857.7	2661.9	43.3	5.0	6.7
Dist. 9	23	2881.9	3205.7	11.2	7.8	8.1
Foreign	10					

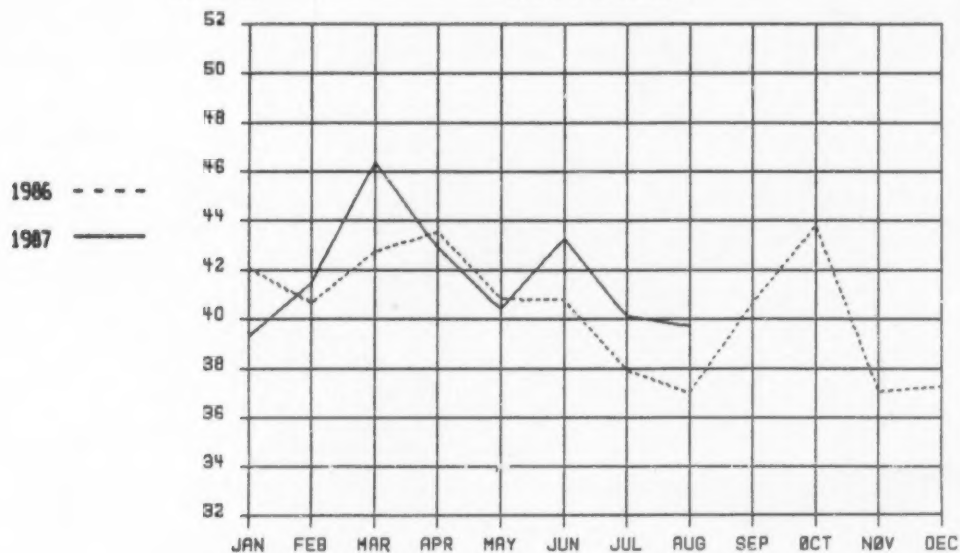
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	325698.7	333828.3	2.5	100.0	100.0
Dist. 1	25561.9	25253.8	- 1.2	7.8	7.6
Dist. 2	34988.5	33591.5	- 4.0	10.7	10.1
Dist. 3	58853.7	61587.0	4.6	18.1	18.4
Dist. 4	44108.1	41853.7	- 5.1	13.5	12.5
Dist. 5	18549.0	18633.4	0.5	5.7	5.6
Dist. 6	53619.0	59663.0	11.3	16.5	17.9
Dist. 7	44192.4	45352.3	3.1	13.6	13.6
Dist. 8	18012.8	18614.2	3.3	5.5	5.6
Dist. 9	27813.2	29079.3	4.6	8.5	8.7

¹ Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87

MILLIONS

NATIONAL BILLINGS

Gain or Loss

Monthly

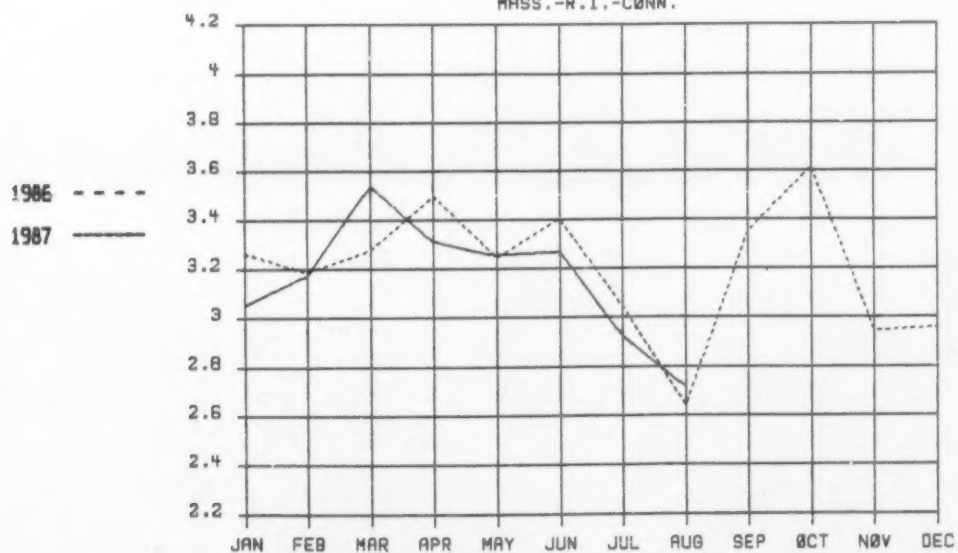
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-6.6	2.0	8.5	-1.4	-0.9	6.1	5.9	7.4				

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
-6.6	-2.4	1.3	0.6	0.3	1.3	1.9	2.5

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.Gain or Loss

Monthly

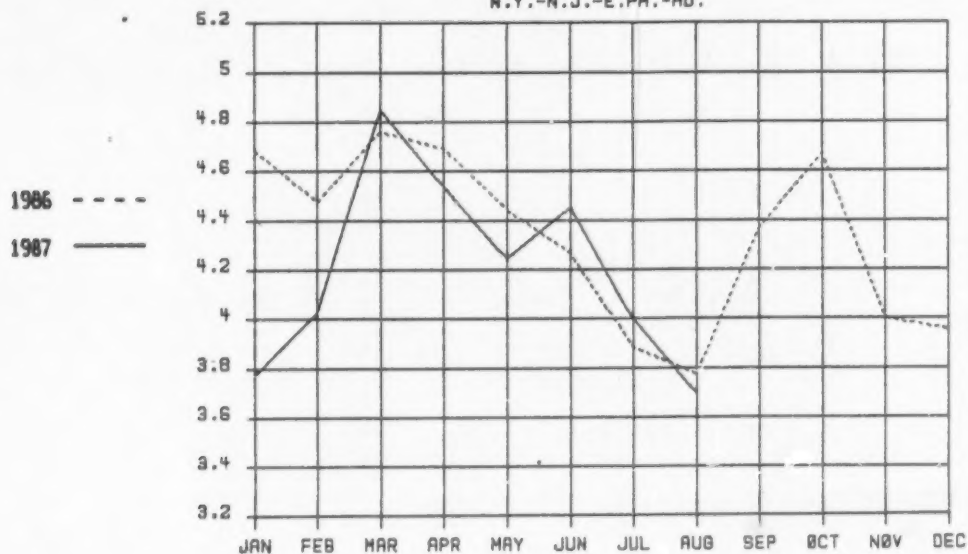
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8				

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PR.-MD.Gain or Loss

Monthly

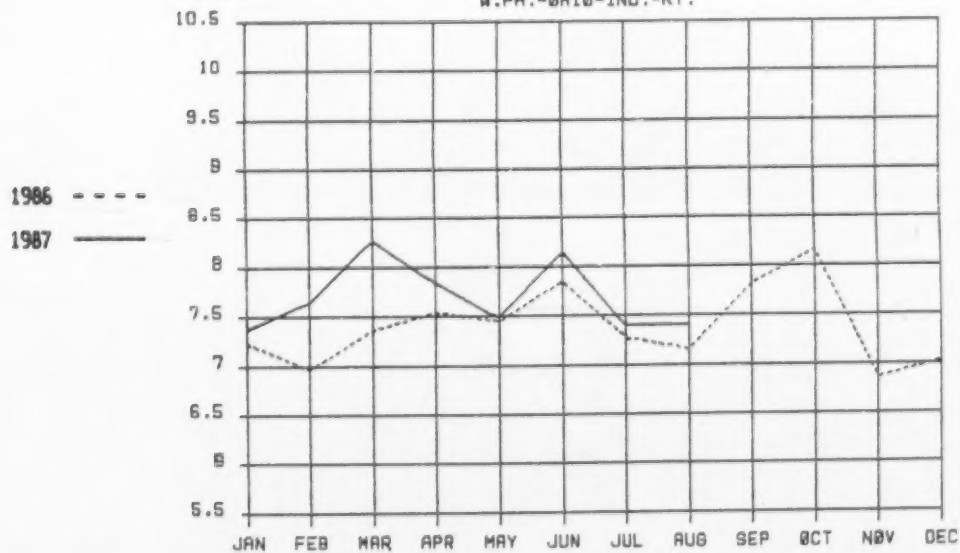
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-19.4	-10.0	1.8	-3.2	-4.5	4.3	3.0	-2.1				

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0				

MILLIONS

DISTRICT 3
W.PR.-OHIO-IND.-KY.Gain or Loss

Monthly

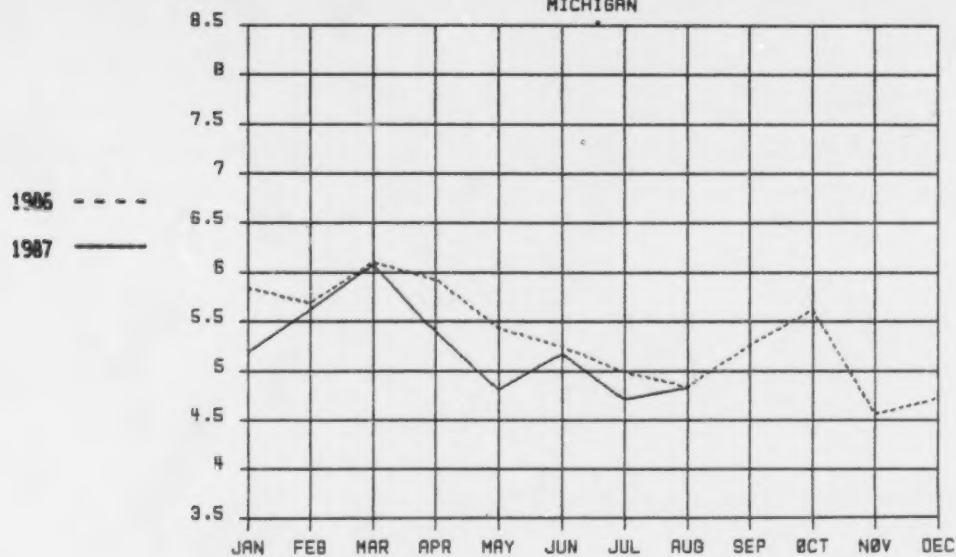
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	1.9	9.7	12.3	4.0	0.5	3.9	1.7	3.4				

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Cumulative	1.9	5.8	8.0	7.0	5.7	5.3	4.8	4.6				

MILLIONS

DISTRICT 4
MICHIGAN

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3				
% Change	-11.1	-6.2	-4.2	-5.4	-6.5	-5.7	-5.7	-5.1				

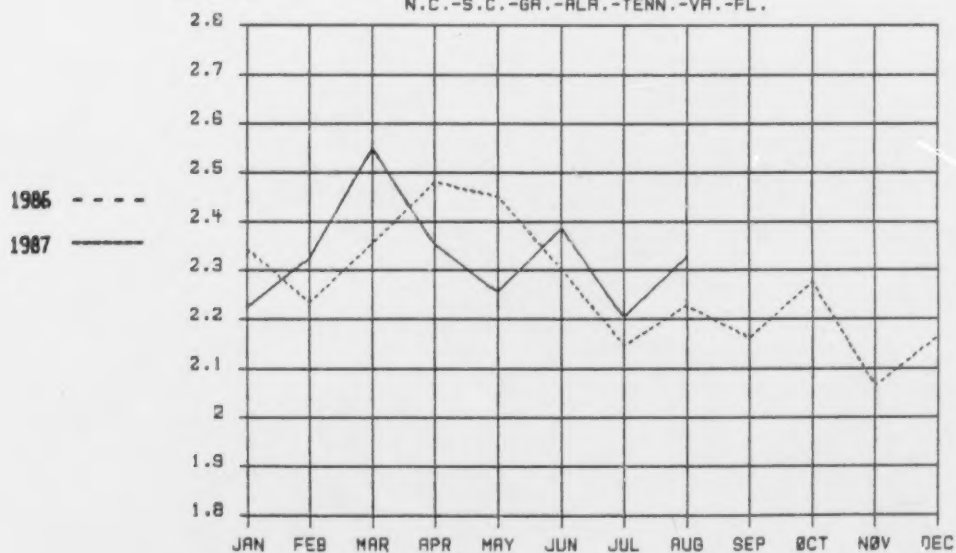
Gain or Loss

Monthly

% Change

Cumulative

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4				
% Change	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5				

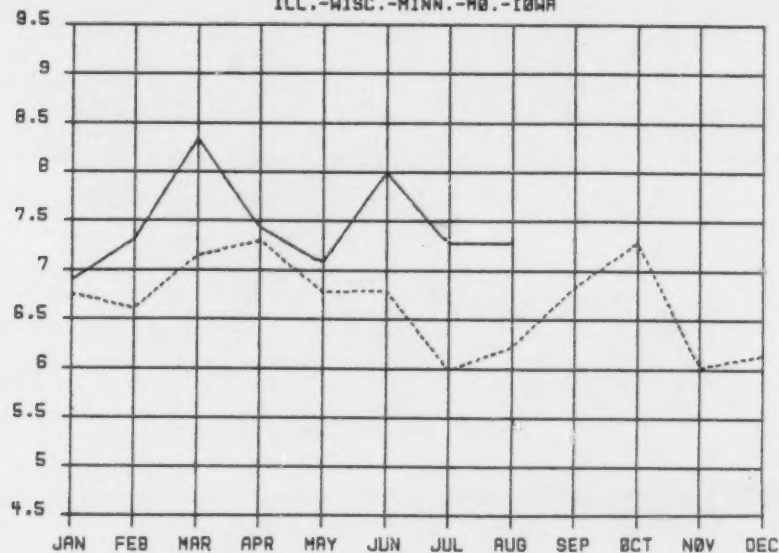
Gain or Loss

Monthly

% Change

Cumulative

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA1986 - - - -
1987 - - - -Gain or Loss

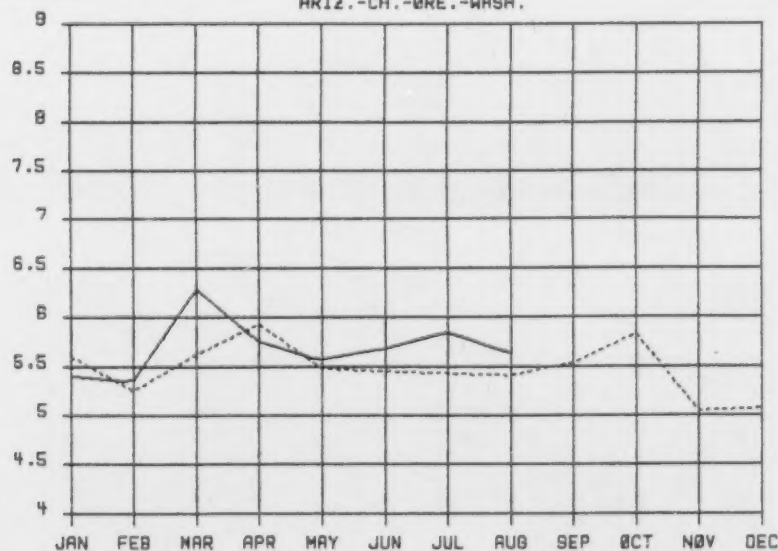
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	1.9	10.7	16.7	1.8	4.6	17.8	21.7	17.0				
% Change	1.9	6.2	9.9	7.8	7.2	8.9	10.5	11.3				

MILLIONS

DISTRICT 7
ARIZ.-CA.-ORE.-WASH.1986 - - - -
1987 - - - -Gain or Loss

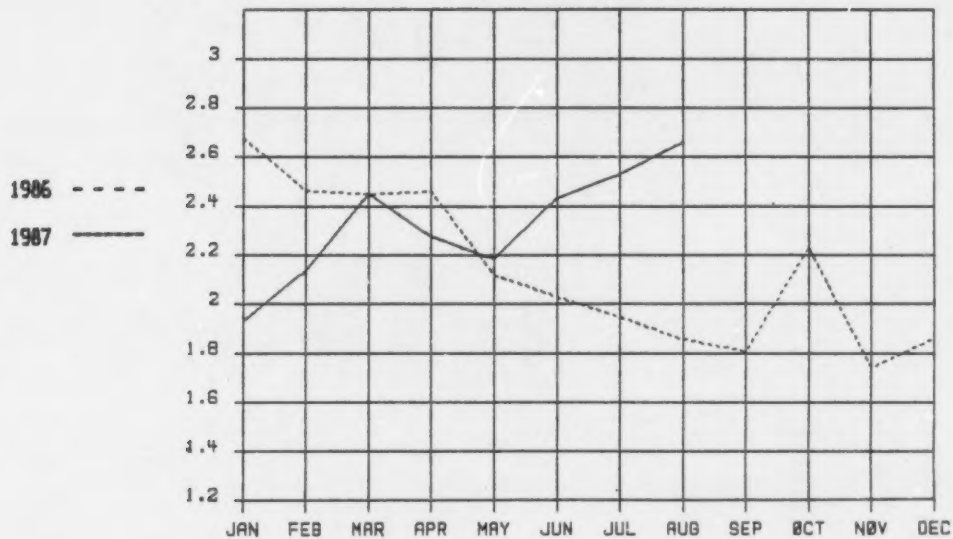
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6	4.2				
% Change	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1				

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.Gain or Loss

Monthly

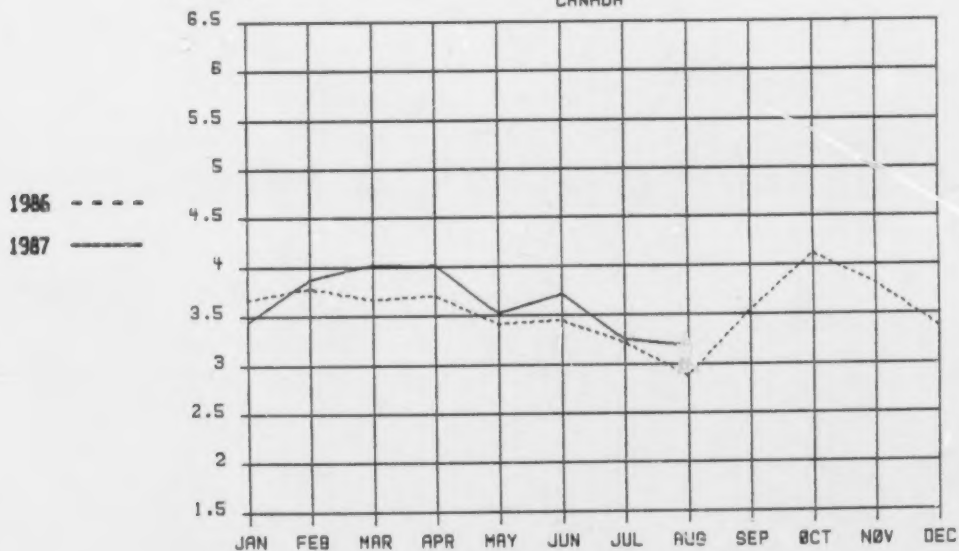
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-28.0	-13.2	0.1	-7.4	3.1	19.7	29.9	43.3				

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3

MILLIONS

DISTRICT 9
CANADAGain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2				

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6